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Message Text

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PAGE 01 QUITO 04572 261754Z

20
ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 W
---------- 065960
R 261548Z JUN 75
FM AMEMBASSY QUITO
TO SECSTATE WASHDC 6118
INFO AMCONSUL GUAYAQUIL

UNCLAS QUITO 4572

FOR COMMERCE DIBA/OIM/LAD/THOMAS BREWER AND WAG

E.O. 11652: N/A
TAGS: BEXP, EC
SUBJECT: FY 76 COUNTRY COMMERCIAL PROGRAM - AVIATION ELECTRONICS

REF: (A) QUITO 1927, (B) QUITO 3511, (C) QUITO 3323,
(D) STATE 125472

1. AS DISCUSSED DURING YOUR VISIT HERE, SCOPE OF TECHNICAL SALES SEMINAR/TRADE MISSION NOW SCHEDULED FOR APRIL, 1976 SHOULD BE EXPANDED. DAC'S CURRENT EQUIPMENT PROCUREMENT PLANS, EVEN ALLOWING FOR DELAYS, PROVIDE FOR ACQUISITON OF SEVERAL MAJOR GROUND AND AIRBORNE AVIONICS UNITS BEFORE THIS DATE.

2. WHILE DAC CURRENTLY PLANS FOR INSTALLATION OF FOUR NEW AIRPORTS FOR SMALLER COMMUNITIES THROUGHOUT COUNTRY (SEE REFTEL B), EXISTING AIRPORTS, SOME IN POOR CONDITION, WILL CONTINUE TO BE USED FOR SOME TIME. INCLUSION OF FIRMS SELLING MAINTENANCE EQUIPMENT AND SYSTEMS IS THEREFORE JUSTIFIED. ADDITIONALLY, AS NEW AIRPORTS FOR MAJOR CITIES QUITO AND GUAYAQUIL ARE STILL ONLY A REMOTE POSSIBILITY (REFTEL C) AND AS PUBLIC BECOMES MORE AND MORE AWARE OF INADEQUACIES OF CURRENTLY FUNCTIONING AIRPORTS, FIRMS HAVING EQUIPMENT AND TECHNIQUES TO SPEED-UP PROCESSING OF PASSENGERS, LUGGAGE, AND CARGO WILL BE IN GREATER DEMAND. EQUIPMENT TO PROVIDE BETTER RAMP SERVICE ALSO NEEDED.

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3. PURSUANT TO PARA 6, REFTEL D, POST WILL UPDATE AND

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REPORT MARKET OUTLOOK AS OF LATE AUGUST.
BREWSTER

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NNN

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Disposition Event:
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